
MERKUR

Advancing the art of driving.



SCORPIO



XR4Ti

IMPORTED FROM GERMANY FOR LINCOLN-MERCURY-MERKUR



MERKUR FROM GERMANY. ADVANCING THE ART OF DRIVING.

The automobiles on the left are out to change your mind as to who offers the most exciting performance machines from Europe.

One is the XR4Ti, an innovative sports coupe that combines advanced aerodynamic styling with impressive over-the-road performance.

The other is Scorpio*, the luxury touring sedan voted Car of the Year when it was introduced in Europe. Scorpio is backed by a special program that guarantees its resale value.

Both are from Merkur (mare-coor), a new line of automobiles designed and engineered by one of Europe's oldest and most successful car-makers: Ford of Germany.

XR4Ti and Scorpio represent the best of Ford's 60-plus years of experience in building automobiles for the demanding European market.

Their heritage is one rich in innovation and leadership—a heritage that includes success on the world's most demanding test beds: the Grand Prix circuits and World Championship Rally trails that span the globe.

AUTOMOBILES BUILT FOR THE RIGORS OF EUROPEAN DRIVING.

Ford of Germany, in fact, began building automobiles in Europe before such other respected European nameplates as BMW, Volvo and Saab. It is against these and other celebrated marques that

Ford of Germany has competed successfully in Europe—generally considered one of the most competitive markets in the world.

The European performance automobile must withstand the challenges of a much more diverse—and arguably more rigorous—set of driving conditions than its North American counterpart.

It needs the power and stability to move effortlessly and with confidence across the vast high-speed autobahns of Germany.

Yet, it must remain economical in its operation. And it must have brakes, cooling and other support systems that can cope reliably with limitless autobahn speeds, which can exceed 100 mph.

FROM ALPINE SWITCHBACKS TO COBBLESTONE STREETS, A SPECIAL RAPPORT EMERGES.

The European automobile needs suspension and steering designs responsive enough to unravel the treacherous switchbacks of the Swiss Alps. Yet these same systems must also provide the necessary agility to wind through the frenzied traffic of a Parisian avenue. And remain comfortable on the narrow cobblestone streets of a German village.

These disparate conditions, above all else, have imbued in the European automobile an innate and highly developed sense of driver involvement.

That involvement—a bond between driver, automobile and road—is what makes driving the Merkur XR4Ti and the Merkur Scorpio so exhilarating.

DESIGNED FOR DRIVER INVOLVEMENT.

Both of these automobiles have powerful yet efficient engines with crisp throttle response. Transmissions that shift with authority. And fully independent suspensions designed not just to provide precise cornering ability and to absorb irregularities, but also to transmit a proper "feel" for the road.

XR4Ti and Scorpio put the driver at the center of attention, providing multi-adjustable and supportive seats, properly placed controls and no-nonsense analog instrumentation. But they also cater to the needs of their passengers with luxury in the European tradition of functional appointments.

A NEW GENERATION AT LINCOLN-MERCURY- MERKUR DEALERS.

Scorpio and XR4Ti form a new generation of European automobiles designed and engineered to transform the act of driving into a higher form of recreation. A drive in either at a Lincoln-Mercury-Merkur dealer will best demonstrate how Merkur is advancing the art of driving.

*Available 1987.

Mercury Scorpio in Burgundy Red
with optional moonroof; Merkur
XR4Ti in Monochromatic Black.
(See dealer for availability.)



A German sedan crests a hill at highway speeds—only to find a stalled truck blocking the rain-soaked asphalt. Instinctively, the driver stabs the brake pedal and holds it to the floor—a maneuver that normally would create the risk of an uncontrolled skid on the slick surface. Yet, with the help of the car's advanced braking system, the driver is able to stop the car, without pumping the brake, while simultaneously steering around the truck.

The scenario is fictitious, but the results are possible in an automobile equipped with an Anti-lock Brake System (ABS), an innovation that is standard in the Merkur Scorpio touring sedan.

With ABS, Scorpio's driver has the ability to stop quicker on slippery surfaces than with conventional brakes. More importantly, ABS helps

Scorpio's driver maintain steering control even during a panic stop.

CHALLENGING EUROPE'S BEST. AND WINNING.

ABS is indicative of the thoroughness of Scorpio's design—a design that has earned 18 individual awards in Europe, including the prestigious Car of the Year title in its introductory year. Car of the Year is determined by the votes of automotive writers in 17 countries.

BACKED IN THE U.S. WITH A UNIQUE RESALE VALUE GUARANTEE.

Proven in Europe, Scorpio now comes to the U.S. with one additional refinement. It's called the Scorpio Guaranteed Resale Value Program, an industry exclusive that helps protect your investment. Ask a Lincoln-Mercury-

Merkur dealer for a copy of this guarantee.

ENGINEERED FOR HUMAN PERFORMANCE.

To build a world-class touring sedan, Scorpio's designers started at the most important point. They worked from the driving position outward, creating an interior that is both spacious and thoughtfully equipped.

Plush Connolly leather (optional) and unique power reclining rear seats are but two examples of this highly detailed interior.

Scorpio's driver's seat could be one of the most ergonomically efficient locations in the automotive world. And the most accommodating. The seat can be moved in 10 directions. The steering wheel adjusts for both rake and reach. Sensible controls

and analog gauges are logically placed within the smooth curves of Scorpio's instrument panel (with optional trip computer).

These elements serve one purpose: To allow Scorpio's driver to concentrate on the business of driving. A pursuit which is really more pleasure than business, given the lively performance of Scorpio's 2.9-liter V-6 engine and the balance of its fully independent suspension.

Scorpio's exterior shows respect for both aerodynamics (with a Cd of just 0.34) and grace of line. Concealed within those distinctive lines is the versatility of a hatchback and split fold-down rear seats.

The standard by which the world's fine motorcars are judged has now been raised. Merkur Scorpio.

MERKUR SCORPIO
THE OBJECTIVE WAS
A WORLD-CLASS TOURING SEDAN.



Merkur Scorpio in Burgundy Red with optional moonroof.



When engineers were preparing the Merkur XR4Ti sports coupe for North America, they were given an ironclad mandate:

XR4Ti's over-the-road behavior must match the impressive level attained by its European counterpart, the Sierra XR4i. No compromise on performance would be accepted.

So the engineers improved it.

THE CRISP RESPONSE OF BLOW-THROUGH TURBOCHARGING.

They made XR4Ti more powerful. A sophisticated 2.3-liter overhead cam four-cylinder engine was installed. They added "blow-through" turbocharging, an innovation that greatly minimizes turbo lag. And with the world's most advanced

electronics monitoring its multi-port fuel-injection system, they achieved a remarkable 175 horsepower (SAE) in this rear-drive coupe.

Which made XR4Ti faster. With its standard five-speed transmission, it can move from rest to 60 miles per hour in a heart-pounding 7.8 seconds.

THE LUXURY OF A FULLY INDEPENDENT SUSPENSION.

XR4Ti not only covers distance quickly, it does so with aplomb. The kind of disciplined road manners that come from an independent suspension, stabilizer bars, 15-inch Pirelli P6 tires and a nearly 50/50 front-to-rear weight distribution. Steering is rack-and-pinion. With 2.4 turns lock-to-lock, it is quick. And responsive.

XR4Ti's sleek styling, epitomized by the functional beauty of its biplane spoiler, is a study in advanced aerodynamics. Its drag coefficient is 0.33. XR4Ti's bodyside cladding has a dual function: It protects against stone chips and contributes to brake cooling by routing air under and around the car.

AN INTERIOR DICTATED BY FUNCTION AND COMFORT.

Nowhere is XR4Ti's steadfast attention to function and driving enjoyment more obvious than from behind its steering wheel. The anatomically designed driver's seat has both height and lumbar support among its many adjustments for comfort and proper driver positioning. Instrumentation (above) is

of analog design for quick, accurate reading. Controls are even arranged in "zones" by order of importance for logical and efficient operation.

Standard amenities include air conditioning, AM/FM stereo cassette radio, fog lamps, rear wiper/washer and electric heated outside mirrors. Add to that list the convenience of a hatchback and an asymmetrically split fold-down rear seat (below), and you have a level of versatility few of its competitors can match.

With exceptional performance and style, the Merkur XR4Ti from Germany does more than merely compete in the European sports sedan market.

It practically redefines the category.



■ Cargo tie-down net.



■ Asymmetrically split fold-down rear seat.

MERKUR XR4Ti.
ENGINEERED TO ONE SIMPLE PHILOSOPHY:
THERE CAN BE NO COMPROMISE ON PERFORMANCE.



Merkur XR4Ti in Monochromatic Black. (Late availability)

Specifications	XR4Ti	Scorpio
Wheelbase (in):	102.7	108.7
Length (in):	178.4	186.4
Curb weight (lb):	2920	3245
Weight dist. (% F/R):	53/47	52/48
Head room F/R (in):	38.5/37.7	37.0/37.3†
Leg room F/R (in):	41.0/34.4	41.3/38.6
Layout:	Front engine/ rear drive	Front engine/ rear drive
Engine:	OHC turbocharged 4	60° twin-throttle V-6
Fuel delivery:	Multi-port EFI	Multi-port EFI
Displacement (liters):	2.3	2.9
Horsepower (SAE):	175 @ 5000*	144 @ 5500
Torque (SAE):	200 @ 3000*	162 @ 3000
Redline (rpm):	6200	5800
Transmission:	5-spd. manual*	5-spd. manual††
Suspension:	Independent front and rear	Independent front and rear
Steering:	Power variable-ratio rack-and-pinion	Power variable-ratio rack-and-pinion
Brakes (F/R):	Power disc/drum	Power disc/disc with ABS

*Optional 3-spd. auto, rated 145 @ 4400, and 180 @ 3000. †Equipped with moonroof. ††Opt. 4-spd. automatic.

THE MERKUR COMMITMENT

The uncompromising commitment that goes into every Merkur XR4Ti and Merkur Scorpio does not end when each car leaves Germany. On the contrary, it is then that the most crucial stage begins: Assuring that each owner is satisfied—that the owning and servicing of XR4Ti and Scorpio are totally pleasurable experiences.

That is the purpose of the Merkur Commitment. The program begins when XR4Ti and Scorpio reach North American shores. On arrival at one of four ports, each car is individually inspected and test driven to assure that standards of quality have been achieved.

Once at the dealership, each Merkur again is inspected, test driven and given final preparation.

There are almost 750 Merkur dealers in North America, nearly twice as many as most European importers.

The cornerstone of the Merkur Commitment is the new-vehicle warranty. Merkur XR4Ti and Merkur Scorpio are both covered by a limited 60-month/50,000-mile powertrain warranty. (A deductible applies. Ask a dealer for a copy of the warranty.)

Merkur Scorpio owners also benefit from a new and unique program called Scorpio Guaranteed Resale Value. Lincoln-Mercury-Merkur guarantees to the original owner that Scorpio will retain as much of its original value as a comparably aged Mercedes 190e, or the difference will be refunded to you. This warranty applies from the second year through the fourth

year of ownership when Scorpio is traded in for another new Lincoln-Mercury-Merkur automobile.

Ask a Lincoln-Mercury-Merkur dealer for a copy of this exclusive warranty.



Lincoln-Mercury-Merkur dealers offer an optional Extended Service Plan (ESP) designed by Ford Motor Company to protect you against major repair expenses after the basic warranty expires on new Merkur cars. Ford ESP provides customized protection for easy ownership, and even scheduled maintenance can be covered. Ford ESP is the best service protection available anywhere. Ask your Lincoln-Mercury-Merkur dealer for complete details of the plan which is available on cars sold and normally operated in the 50 United States and Canada.



Participating Lincoln-Mercury-Merkur dealers offer the Lifetime Service Guarantee which guarantees their work on your Merkur for as long as you own it. This means you pay for a covered repair once and never again. If it ever has to be fixed again, the repairing dealer will fix it free. Free parts. Free labor. Even if the car is kept a lifetime. It doesn't matter where the car was purchased or whether it's new or used, the work is still covered by the repairing dealer. This limited warranty covers vehi-

cles in normal use. Not covered are routine maintenance parts, belts, hoses, sheet metal and upholstery.

See your participating Lincoln-Mercury-Merkur dealer for a copy of this guarantee.

FORD-PAID REPAIR PROGRAMS AFTER THE WARRANTY PERIOD.

Sometimes Ford Motor Company offers adjustment programs to pay all or part of the cost of certain repairs. These programs are intended to assist owners and are in addition to the warranty or to required recalls.

Ask Ford Motor Company or your Lincoln-Mercury-Merkur dealer about such programs relating to your Merkur.

To get copies of any adjustment program for your Merkur or the vehicle of interest to you:

Call Ford toll-free at 1-800-241-3673.

In Alaska or Hawaii, call 1-800-243-3711.

In Georgia, call 1-800-282-0959 or write Ford at:

Ford Customer Information System, P.O. Box 95427, Atlanta, GA 30347.

Please include your name and address, year, make, model and vehicle identification number, as well as engine size.

TECHNICAL SERVICE BULLETINS.

All vehicles need repairs during their lifetime. Sometimes Ford issues Technical Service Bulletins (TSBs) and easy-to-read explanations describing unusual engine or transmission conditions which

may lead to costly repairs, the recommended repairs and new repair procedures. Often a repair now can prevent a more serious repair later. Ask Ford Motor Company or your Lincoln-Mercury-Merkur dealer for any such TSBs and explanations relating to your Merkur.

To get copies of these Technical Service Bulletins and explanations for your Merkur or the vehicle of interest to you:

Call Ford toll-free at 1-800-241-3673.

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Please include your name and address, year, make, model and vehicle identification number, as well as engine size.

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Standard and optional equipment listed is subject to change. Some features described are optional at extra cost. Some options are required in combination with other options.

Availability of some features may be subject to a slight delay.